

Message Text

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C O N F I D E N T I A L STATE 141655

E.O. 11652: GDS

TAGS: EEW, GE

SUBJECT: MEETING OF COMMERCE UNDER SECRETARY HARMAN WITH
DR. GERHARD BEIL

REF: STATE 140489

1. ON JUNE 15, GDR STATE SECRETARY DR. BEIL MET AT THE
COMMERCE DPEARTMENT WITH UNDER SECRETARY SYDNEY HARMAN;
FRANK WEIL, ASSISTANT SECRETARY FOR DOMESTIC AND
INTERNATIONAL BUSINESS; ALAN REICH, DEPUTY ASSISTANT
SECRETARY FOR EAST-WEST TRADE; STANLEY MARCUSS, DEPUTY
ASSISTANT SECRETARY FOR DOMESTIC COMMERCE (WHOSE
JURISDICTION NOW INCLUDES THE OFFICE OF EXPORT ADMINI-
STRATION); AND OTHER COMMERCE/BEWT OFFICIALS. BEIL WAS
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PAGE 02 STATE 141655

ACCOMPANIED BY DR. HANS-MARTIN GEYER, DR. FRITZ SCHMIED,
GUNTER FRIEDRICH, GDR AMBASSADOR SIEBER AND COMMERCIAL
COUNSELOR LANGE. MEMCON TO FOLLOW SEPARATELY.

2. DURING THE DISCUSSIONS, AN INFORMAL TASK FORCE WAS
PROPOSED BY ASSISTANT SECRETARY WEIL, AND ACCEPTED.
ON THE U.S. SIDE, THE INFORMAL GROUP WOULD BE COMPOSED

OF BEWT OFFICIALS LED BY REICH AND, ON THE GDR SIDE, GDR EMBASSY COMMERCIAL OFFICERS LED BY LANGE. THE GROUP IS EXPECTED TO MEET BEFORE THE END OF JUNE TO DISCUSS COMMERCIAL QUESTIONS OF MUTUAL INTEREST.

3. ALTHOUGH THE COMPLETE AGENDA HAS NOT YET BEEN ARRANGED, IT IS EXPECTED TO INCLUDE THE FOLLOWING TOPICS:

(1) TRADE PROMOTION, WITH PARTICULAR REFERENCE TO TPD/BEWT VIEWS ON CONDITIONS AND PROCEDURES THE GDR HAS IMPOSED ON THE PLANNING AND RECRUITMENT PROCESS OF U.S. TECHNICAL SALES SEMINARS IN THE GDR, AND GDR PLANS FOR TECHNICAL DAYS IN THE UNITED STATES DURING 1978; (2) WAYS TO ELIMINATE DISCREPANCIES IN US/GDR TRADE STATISTICS BETWEEN U.S. AND GDR REPORTING, WITH GDR STATISTICS CONSISTENTLY LISTING HIGHER U.S. EXPORTS TO THE GDR THAN U.S. FIGURES SHOW; (3) SUGGESTIONS AS TO THE MOST DESIRABLE CONTENT AND FORMAT OF AN EXCHANGE-OF-INFORMATION PUBLICATION BY THE JOINT GDR-US ECONOMIC COUNCIL FOR ITS MEMBERS; (4) BEWT PLANS TO RAISE BUSINESS FACILITATION QUESTIONS, INCLUDING THE DIFFICULTY US FIRMS HAVE IN VISITING GDR ENTERPRISES AND END-USERS OUTSIDE THE CONTEXT OF THE LEIPZIG FAIRS.

4. BEIL SUGGESTED THAT ADDITIONAL AGENDA TOPICS COULD INCLUDE HOW EACH SIDE CAN ASSIST THE JOINT ECONOMIC COUNCIL IN REALIZING ITS GOALS, AND AN EXPRESSION OF "MUTUAL INTENTIONS OVER THE MEDIUM-TERM," PRESUMABLY OVER THE NEXT TWO OR THREE YEARS. HE FURTHER INDICATED
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PAGE 03 STATE 141655

HIS DESIRE THAT THE PROSPECTS OVER THE NEXT COUPLE OF YEARS OF MFN FOR THE GDR BE PUT ON THE GROUP'S AGENDA. BEIL EMPHASIZED THAT THE GROUP SHOULD NOT JUST EXPLORE PROBLEMS, BUT INSTEAD SHOULD CONCENTRATE ON WAYS TO SOLVE THEM. HE REFERRED TO THE SETTING UP OF GDR COMMERCIAL (FTO) OFFICES IN THE UNITED STATES (REFTEL) AND PROBLEMS (UNSPECIFIED) WHICH MIGHT ARISE AS PART OF THE PROCESS. COMMENT:COMMERCE BELIEVES THAT ANY DISCUSSION WITH GDR EMBASSY OFFICIALS ON THIS QUESTION SHOULD AWAIT STATE DEPARTMENT APPROVAL OF A SPECIFIC COMMERCIAL REPRESENTATION OFFICE. END COMMENT.

5. COMMERCE WOULD WELCOME EMBASSY'S VIEWS ON POSSIBLE AGENDA ITEMS LISTED ABOVE AS WELL AS ADDITIONAL SUGGESTIONS. VANCE

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